

The Times Dispatch INDUSTRIAL SECTION

THE TIMES FOUNDED 1884.
THE DISPATCH FOUNDED 1886.

WHOLE NUMBER 17,830.

RICHMOND, VA., SUNDAY, FEBRUARY 9, 1908.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Air Full of Rumors of Large Transactions, but Lack Confirmation.

JANUARY RECORD BUSINESS BETTER

Would-Be Property Purchasers Want Concessions Merely Because Other Things Are Declining in Value, but Sellers Holding Firm.

Facts and figures compiled by Mr. W. E. Purcell, Jr., show that the real estate market has been more active since Christmas than the average croaker has been willing to admit. Mr. Purcell's statement of the clearings for the month of January is as follows:

In Old City Limits:
Improved property.....\$184,171
Vacant lots.....\$9,950
In Annexed Section:
Improved property.....16,409
Vacant lots.....25,423

Total in the city.....\$266,970
Suburban lots and improvements.....21,551
Henrico acreage and improvements.....22,662

Grand total.....\$311,183
Mr. Purcell's examination of the books in the offices of the court clerks show that the clearings for the month of February, so far, exceed those of the corresponding days of last month, from which he, of course, argues that the real estate business is picking up as the year grows older.

Rumors of Big Sales.

The air yesterday was full of cheering reports of large sales that have been agreed upon, but not entirely closed up by the passing and recording of deeds. One of these reported deals, and the rumor seems to have good foundation—concerns a small business lot, with a store thereon, in the 500 block on East Broad Street. It is said that this small piece of property, which is only about twenty feet front by ninety feet in depth, has been sold for more than \$70,000. If this turns out to be true, the sale will be a record-breaker in the matter of value for East Broad Street business property.

The name of the supposed purchaser could not be learned, as the owner, or former owner, as the case may now be, would not give out a word of information, and the real estate agents generally declared total ignorance of the transaction. If the deal has been made, and it is believed it has been, and the jewelry store house and lot of J. J. Spilling has changed hands, it becomes a foregone conclusion that the already large and commodious department store of Miller & Rhoads will be made a trifle larger, and that at an early date.

There are rumors of other large transactions that have been or are about to be consummated, but the agents are as mum as if they had no tongues, neither denying nor affirming anything concerning the reported large deals. That is assumed to mean that there is something in the reports, but that the sales have not yet been actually consummated.

The Week's Transactions.

The transactions for the week past that have actually been closed up amount in the aggregate to something like \$75,000, and this is an improvement on the sales of the week previous, and this, too, in the face of the fact that weather conditions have been very unfavorable all the time. There were high winds, heavy rain, and then a few days of snow and sleet to contend with.

A prominent real estate agent, who was hindered by ugly weather from closing up some interesting deals, has had on his string for some time, backed the man of news up in a cozy corner yesterday and relieved his pent-up feelings by discoursing about as follows:

"I find it harder than I ever did in my life to get the seller and the buyer on actual trading ground. They are slower to get together than I ever knew them to be. The holders of desirable property, and all Richmond ground is desirable, will not make concessions, and without giving any substantial reason for it, the would-be purchaser, and some of them are very anxious to buy, seems to demand a concession of some kind, not only reason for this seeming demand, but I have heard is that everything else is declining in value, and real estate ought to follow suit, but it isn't doing it all the same."

Trades That Were Made.

Nevertheless there has been something doing much more than the agents will tell about for the present. Messrs. Pollard & Bagby sold to Mr. W. J. Gilman during the past week 100 feet of ground on West Grace Street, between Allison and Addison Streets, for \$15 per front foot. Mr. Gilman, who bought as an investment, will at once proceed to erect four handsome brick residences on the lots. Plans for these homes are now being drawn. The same firm sold 145 feet on West Grace Street, between Allison and Cedar Streets, upon which it is said that five residences are to be built in the early spring time. The name of the new owner is withheld for the present. Messrs. Pollard & Bagby also sold the residence, No. 2501 Kensington Avenue, for \$8,500, but they will not reveal the name of the purchaser.

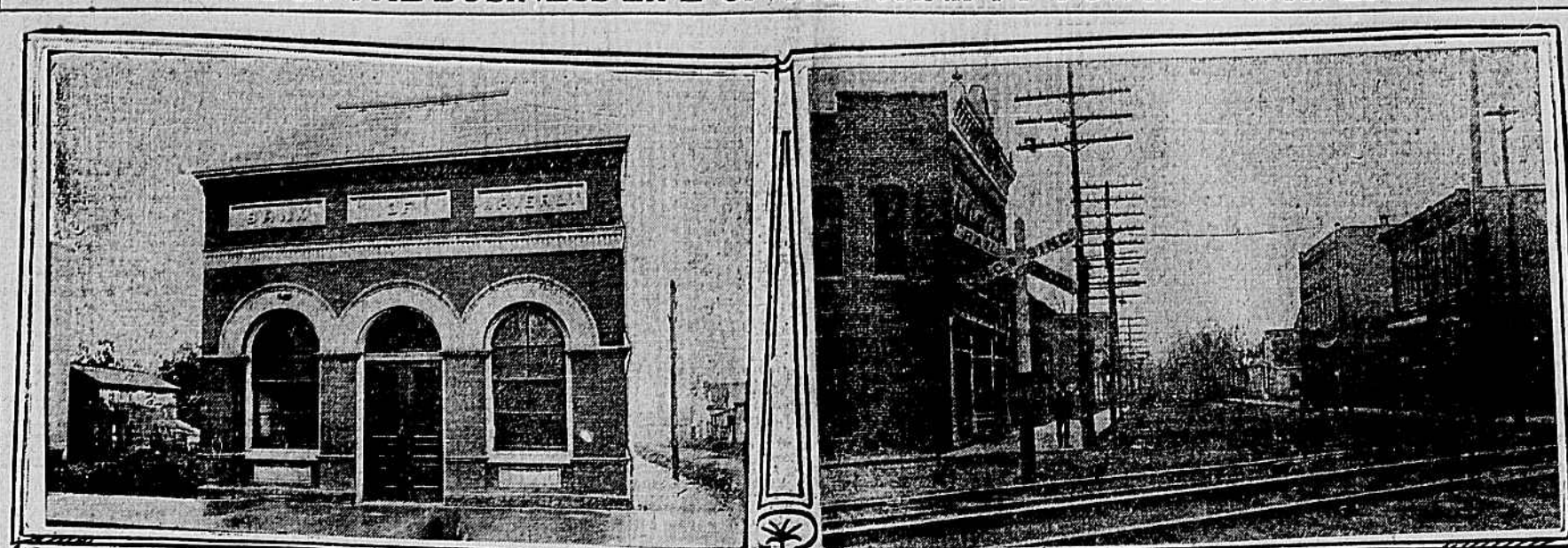
Several Other Sales.

Messrs. J. Thompson Brown & Co. report increased inquiry for business and residence property. They made a number of sales during the week, including a 166 foot lot on Lloyd Street, near the Home Place, for \$2,500; a house and lot on Auburn Street, for \$2,100; a dwelling, which is described in the newspaper man as "centrally located home" for \$5,500; two lots on Garrison Street, and several small lots on Church Hill. This firm believes the time has come for auction sales, and they announce several very interesting ones for the near future.

Messrs. Dever & Ramsey report re-

(Continued on Fifth Page.)

SCENES IN THE BUSINESS LIFE OF THE THRIFTY TOWN OF WAVERLY



BANK OF WAVERLY.

MAKE NEW ENGLAND IN HEART OF AFRICA

Great Work of Development by John Bull in Centre of Dark Continent.

PLATEAU AS HIGH AS DENVER

Stretch of Fine Country Thrown Open to White Men—The Country's Possibilities.

(Copyright, 1908, by Frank G. Carpenter.)

Nairobi, British East Africa.

I have just had a long talk with Mr. Frederick J. Jackson, the acting governor and commander-in-chief of this big territory which John Bull owns in the heart of East Africa. Mr. Jackson came out here to hunt big game about twenty-five years ago, and he has been on the ground from that time to this. He has long been employed by the British government in the administration of Uganda and of the protectorate of East Africa, and he is now lieutenant-governor and, in the absence of Colonel Sadler, the acting governor of the country.

The Newest England.

Before we go further, let me give you some idea of this wonderful territory which the British are opening up in the heart of the black continent. It is the newest England, a land which has only had a life of about twelve years as a colonial possession, and which, six years ago, was as inaccessible as most parts of the valley of the Congo. Today, the Uganda Railroad crosses it from one side to the other, wagon roads have been cut through the various provinces, and a new empire, which is to be largely inhabited by white men, seems to be at its beginning.

The East Africa protectorate is for the most part prairie. It is a great plateau as high as Denver, which extends in one sweep for 300 miles across the country, and which rises almost straight up at two or three hundred miles back from the Indian Ocean. On the north the plateau drops down to the deserts of Abyssinia and Somaliland; on the west it slopes gently to Victoria Nyanya, and on the south, maintaining its height, it is lost in the middle of the plateau is a mighty ditch, known as the Great Rift Valley, which contains five or six big lakes, and about it, on its edges rise the volcanoes of Kilimanjaro, Mount Elgon and Mount Kenya.

This country, together is bigger than New England, added to New York, New Jersey, Pennsylvania, Delaware and Maryland. It has a population of 4,000,000 natives, most of whom ten years ago were warring with one another. Some of the tribes made their living by preying upon their neighbors. Slavery was everywhere common, and one of the great slave routes to the coast was not far away from the line where the Uganda Railway now runs.

To-day all these evils have been done away with. The warlike tribes have been conquered, and they are turning their attention to stock raising and farming. Slavery has been practically abolished, and peace prevails everywhere. The whole country is now kept in good order by only about 1,800 police and less than 2,000 English and East Indian soldiers. A great part of it along the line of the railroad has been divided up into ranches and farms. Small towns are springing up here and there, and in time the most of the plateau will be settled.

A White Man's Country.

There is no doubt but that white men can live here. The children I see are rosy with health, and the farmers claim that, with care, they are as well as they were when back home in England. There are some Europeans here who have had their homes on the highlands for over twelve years, and they report that the climate is healthy and invigorating. They are able to work out of doors from 6 until 10 o'clock in the morning, and from 3 to 6 o'clock in the afternoon, and during a part of the year all the day through. As a rule, however, the sun is hot at midday, and one should not go out without his hat. The nights are usually cool, and a blanket is needed. At any altitude above 8,000 feet ice may be found in the early morning, and this notwithstanding we are almost on the equator. Near the coast the land drops, and the climate is tropical. For 200 miles back from the Indian Ocean there are

(Continued on Fifth Page.)



GROUP OF WAVERLY BUSINESS HOUSES, WITH HIGH SCHOOL IN THE CENTRE.

BAD WEATHER KEEPS THE RECEIPTS DOWN

Less Tobacco Brought to Richmond Market Than in Any Week During Season.

PRICES CONTINUE UPWARD

That Offered in Great Demand, and Competition Between Bidders Spirited.

Tobacco receipts for the week just passed were smaller than for any selling week during the season. The amount sold was \$1,770,000, a good deal less than has often been handled in a single day heretofore. This condition is, of course, the result of the bad weather, which for two days prevented any selling at all. With the advent of a milder spell and a handling season the dealers are confident of doing the best business of the season.

Demand and prices, on the other hand, have kept up far above the standard of other seasons. The floors are cleaned within a few minutes after the sales are announced, and strong competition carries the prices to highest figures. Especially dark stemming and leaf, and peace prevails everywhere. The whole country is now kept in good order by only about 1,800 police and less than 2,000 English and East Indian soldiers. A great part of it along the line of the railroad has been divided up into ranches and farms. Small towns are springing up here and there, and in time the most of the plateau will be settled.

LANCHBURG RECEIPTS LIGHT.

Cold, Dry Weather Prevents Tobacco Being Brought in Good.

(Special to The Times-Dispatch.)
LYNCHBURG, VA., February 8.—The receipts of tobacco during the past month were quite light as the result of the cold, dry weather, which prevented the planters from being able to properly prepare it for market. The heavy rains of Friday night and Wednesday, with the weather extremely cold, caused the very light sales this week. There was considerable activity in the trade and prices on all grades were fully up to quotations. With a warm rain and soft weather several days we may expect much heavier receipts for some weeks to come.

The prices were as follows:
Leaf, common.....\$5.50 to \$6.50
Leaf, good.....6.75 to 8.00
Leaf, medium.....8.25 to 9.50
Leaf, fine.....12.00 to 15.00
Wrappers.....15.00 to 25.00
Sales of loose tobacco on the Lynchburg market for the two weeks ending February 7, 1908, as reported by John L. Oglesby, of Lynch's Warehouse, are as follows:
Sold week ending January 31st.....360,500
Sold week ending February 7th.....126,400
Decrease week ending February 7th.....234,100
Sold from September 1, 1907, to February 7, 1908.....7,218,400
Sold from September 1, 1906, to February 7, 1907.....10,855,600
Decrease for 1908.....3,637,200

DANVILLE SALES VERY GOOD.

Tobacco Offered of Better Quality and Prices Firm.

(Special to The Times-Dispatch.)
DANVILLE, VA., February 8.—Messrs. Durrell Brothers give the fol-

lowing review of the Danville market for the week:

The sales for the week have been moderately large, notwithstanding the unfavorable weather for handling. The quality of the offerings continues to be rather better than the average of the crop. Prices are very firm, and show an upward tendency. The January average for this market, which was \$12.15, is, with the exception of one month of the 1900 crop, the highest since the short crop of 1874.

Trading in redried stocks is active.

WILSON'S SALES MUCH LARGER.

Show Healthy Increase Over January Last Year and Previous Year.

(Special to The Times-Dispatch.)
WILSON, N. C., February 8.—The tobacco sales on the Wilson market during the month of January amounted to \$1,351,872, a healthy increase over the corresponding month of last year, when the total sales for the month amounted to \$1,351,872. The sales for the month of January last year amounted to \$859,778, which brought an average price of \$12.13.

The total sales on the Wilson market for the month of January amounted to \$1,351,872, a healthy increase over the corresponding month of last year, when the total sales for the month amounted to \$1,351,872. The sales for the month of January last year amounted to \$859,778, which brought an average price of \$12.13.

The new Episcopal Church is practically completed, and will be occupied Easter Sunday for the first service. The edifice, which is constructed of red pressed brick, cost about \$20,000, and presents a very imposing appearance. The pipe organ, which cost \$2,000, is now being installed.

At the meeting of the Board of Aldermen last night it was decided to compel property owners to pave their sidewalks in certain sections of the town, as provided in the town charter. A committee was also appointed to look into the matter of additional street paving and report as early as possible.

SOUTH BOSTON'S NEW RECORD.

January Sales in Advance of Same Month Any Previous Year.

(Special to The Times-Dispatch.)
SOUTH BOSTON, VA., February 8.—The following is the official report of the loose tobacco sales on this market for the month of January:
Total sales for the month.....\$1,351,872
Average price per hundred.....\$12.15
Total amount of \$125,140.35 being paid out.

This is the highest January average on record for this market, and, but for having sold, as usual more or less tobacco from the dark belt, the average would have been higher. The market borders on a small edge of the dark belt territory, which naturally brought the average down, which would have been very much more had the sales been confined only to bright tobacco.

The Henderson Market.

(Special to The Times-Dispatch.)
HENDERSON, N. C., February 8.—Tobacco market reported by Harris Gooch and Company, warehousemen:
Common fillers, \$5.50 to \$7.50; medium, \$8 to \$10; good, \$10 to \$12; fine, \$12 to \$15; common smokers, \$10 to \$12; fine, \$12 to \$15; good, \$15 to \$18; fine, \$18 to \$20; fancy, \$20 to \$25; wrappers, \$25 to \$30; leaf, \$18 to \$25; fine, \$25 to \$30; breaks fair, but lighter, three-fourths of the crop having been sold. The continued cold weather greatly retards the influx of tobacco.

Rocky Mount Market.

(Special to The Times-Dispatch.)
ROCKY MOUNT, N. C., February 8.—Owing to the extreme cold weather and a snow-storm sales were small this week, amounting to about 50,000 pounds. The quality of the offerings was about in line with last week, about equal proportion of good serviceable stock of medium grades and a few choice.

(Continued on Third Page.)

NOTTOWAY TO BUILD GOOD MACADAM ROAD

Board of Supervisors Order Construction of Five Miles as Object Lesson.

SEWERS FOR BLACKSTONE

Bonds Sold, Contract Soon to Be Let and Work to Begin in the Spring.

BLACKSTONE, VA., February 8.

At a meeting of the Board of Supervisors of Nottoway county, held a few days ago, it was decided to begin the construction of five miles of macadam road in the county as a demonstration, with the hope that the road would be a model for the county. The road is to be built upon the road leading from this place to Lunenburg county, and two miles somewhere in the vicinity of Burkeville. The State Highway Commissioner has made several trips to this place and made the survey for a macadam road all the way from this place to the Lunenburg county line, a distance of six and one-half miles. Only three miles are to be built at this time, and this will doubtless be a model for the county.

It was required a strong effort upon the part of those interested in this work to get the board to agree to make this beginning. They feared the slight increase in taxes would be met with opposition by tax-payers, and hesitated to take the necessary action until fully satisfied that it was demanded by those who would have the greater amount to meet. Now it is believed that the construction of this portion ordered will be followed in the near future by other.

Work is to be begun at an early date upon the sewer system of Blackstone, the bonds for which were voted at an election held last summer. Bonds have been sold and all the plans made. Bids for the construction of the work will be asked for as soon as copies of the plans and specifications are prepared, and actual work will begin as soon as the weather will permit. The amount voted is \$25,000.

REVIVAL IN COAL-FIELDS

General Resumption of Business Looked For Very Soon.

(Special to The Times-Dispatch.)
KNOX, TENN., February 8.—Messrs. C. P. Perrin and R. S. Pierpont, and several other prominent stockholders and officials of the Knoxville Coal and Coke Company, together with some of the officials of the Louisville and Nashville Railway, are here on Saturday, and the prospects are bright now for a general revival in business in the coal fields around here.

The Black Mountain Railroad Company is building a beautiful, up-to-date depot here, and will soon have it ready for use. The newly constructed railroad is ready for the Post-Office Department to set up railway mail service on the line.

Watsaw to Have Phones.

WARSAW, VA., February 8.—Mr. John A. Brockenbrough is at the head of a movement to run a telephone line to Watsaw wharf and to install private phones in Watsaw. About twenty phones have been

(Continued on Third Page.)

GOVERNMENT AID TO AGRICULTURE

Not in Money Handed Out, but in Matter of Valuable Instruction.

BUREAU OF PLANT INDUSTRY

Special Institutes to Be Held by Mr. Sandy in Southside and Southwest Virginia.

BY DR. J. G. FERNEYHOUGH.

BURKEVILLE, VA., February 8.—

T. O. Sandy, special agent for the United States Department of Agriculture, conducting farmers' co-operative demonstration work in Virginia, has arranged to hold meetings during the coming week as follows:
At Powhatan Courthouse, Tuesday, February 11; Rustburg, Thursday, February 13th, and at Appomattox, February 14th, with the following men in the program: T. O. Sandy, "Grass Culture"; D. N. Barrow, United States Department of Agriculture, "Farm Machinery"; Dr. J. G. Fernelough, State Veterinarian, "Diseases of Cattle and Poultry"; and R. W. Crouse, district agent, "Corn Culture."

The object of these meetings, or institutes, are twofold: First, to have reports from farmers who received instruction from Mr. Sandy, or one of his agents, last season (and who have been following the said instructions), giving the results in full, either in writing or person, of the yield per acre, of corn, or whatever crop in question, which they have received since practicing the methods advised by the said co-operative agent, in comparison with their original yield per acre. In this connection the party, Mr. Sandy, conducting the work is required to set apart a certain number of acres on his farm, on which he has been raising certain crops; then this land must be first prepared—plowed, sown, fertilized, etc., and, where necessary, then the grass (provided the crop in question is grass) must be put in at the proper time, etc., with the use of certain applications of lime, or whatever the method may be recommended by the said co-operative agent, must be strictly accounted for in the report; then the returns as to tennage must be carefully kept. Thus the whole experiment, from start to finish, must be reported to the exact farmers' institute by the farmer who conducted the same, in order that other farmers in attendance may have the results to compare with the results of a certain part of their own present methods of farming.

How It Is Done.

To illustrate the above, I shall take Mr. David Hindle, of Amelia, Va., who, by the way, is only one among a number of farmers who have sent in similar reports. Mr. Hindle reports that before he decided to try the method advised by Mr. Sandy in preparing his land for raising corn, he had been raising only twenty bushels of corn to the acre; however, since he has strictly followed the methods advised by Mr. Sandy, that he has received a yield of eighty-four and seven-tenths bushels of corn per acre on exactly the same land. Mr. Hindle figures the exact cost of labor, fertilizer, etc., of the crop; then he estimates that he has made a total profit of \$200.95 per acre above all costs.

Thus it is with all of the crops on the farm. The idea is to keep a strict account of every cent expended in producing the said crop with the improved methods advised; then compare the value of the yield, only placing the market value on the said crop, and thus establish the fact as to whether or not it pays to farm on the same system, and, if not, to conduct any business in which we naturally expect an annual profit as a result of our labors.

Advantages of Publicity.

The three last mentioned have been established and put in operation here since last spring. They were built and are operated by outside capital, and it is but just to say that they were attracted to this place by the publicity given to Waverly's industrial advancement through the Industrial Section of The Times-Dispatch.

These mills are engaged, solely in the manufacture of nail-knives, staves, and the larger part of the product of all three are shipped to the factories of the American Steel and Wire Company. Thus the new mills bring to this live town a vast deal of outside cash. Other actual industries here are milling, tomato and fruit canning, brick-making, etc.

Waverly's Smaller Cities.

In the last few months a block of splendid brick business houses have been started and are now nearing completion. Every room in the block has already been rented. Since last spring between fifteen and twenty residences have been erected, and the most of them are handsome homes. Thus it may be seen that Waverly, which now has close to 1,200 population, is a growing town, and the time is not far distant when it will be classed as one of Virginia's smaller cities.

The Bank of Waverly.

The town is financially strong, the business men having ample capital and credit, and it being the home of one of the strongest State banks in Virginia.

(Continued on Second Page.)

BANK OF WAVERLY AND ITS RECORD

The Metropolis of Sussex County Has Stirring Industries

MANY NEW-COMERS AROUND WAVERLY

Wonderful Career of Bank, Which Has Just Completed Its Seventh Birthday—Earned Surplus and Interest Reserve Largely Exceeds Its Capital.

BY FRANK S. WOODSON.

(Special From a Staff Correspondent.)

WAVERLY, VA., February 7.—Sussex county, of which Waverly has become the metropolis, has caught a very large proportion of the inflowing tide of immigration, perhaps a larger proportion than any other county of the size in the State. That is because of the good land and the variety of money-making crops that are to be made from its soil and the charming climate of this part of Virginia. All of this is especially true of the section right around Waverly, and of the comers from the frigid Northwest, who have made this county their home within the past four or five years, the larger part, and it has become one of the most fertile and productive of the summer and fall will see more thrifty Western farmers settling in these parts to raise peanuts, corn, wheat, oats, grasses and tobacco than in any previous year.

Why They Are Coming.

Within the past three or four years not less than five hundred people, including men, women and children, have settled on farms right around the town. They are young farmers from the West, with small families, and this means about \$20 good, thrifty new farmers are now settling in a circle of five or six miles around Waverly blossom as a flower garden, and all of them are doing well and making money. Convenience to the markets of Norfolk, Portsmouth and Suffolk, on the one side, and Petersburg and Richmond on the other, makes the land, together with the fertile, blackberries, raspberries, whortleberries, blackberries and fowls, very profitable, and money-makers pretty much all the year around.

Many Industries, and More Coming.

Waverly, as a matter of course, reaps a rich harvest from the condition of affairs, and it has become one of the busy hustling trade centres of the State. The volume of business done here is as great as that of many larger towns, for it is supported by a large scope of very rich back country, abounding in all the products of soil enumerated above and vast forests of magnificent timber. The abundance of raw material and the favorable location of Waverly have attracted here some splendid money-dispensing industries, and the growth is rapid. That other industries will be coming along in the near future there can be no doubt, for the tendency of the times is for the manufacturer to look for manufacturing sites where the raw material is plentiful, and where the cost of transportation facilities are such as to insure rapid movement of freights at competitive rates.

Splendid Facilities.

Waverly possesses these advantages. It is located high and dry on the watershed between the James and Nottoway Rivers at the junction of the Atlantic and Danville division of the Southern Railway system with the main line of the Norfolk and Western Railway. Ten passenger trains pass the town daily, and the nearness to deep water makes the market of cheap freight rates in an eminent degree to Waverly's advantage.

In Addition to the large and well-equipped mercantile establishments,

which do an immense business annually, the town boasts of a large lumber yard, with two immense lumber plants, with all the sawmills and finishing departments complete, five stave mills, two of which are in the town and three just outside, but to all intents and purposes Waverly industries.

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